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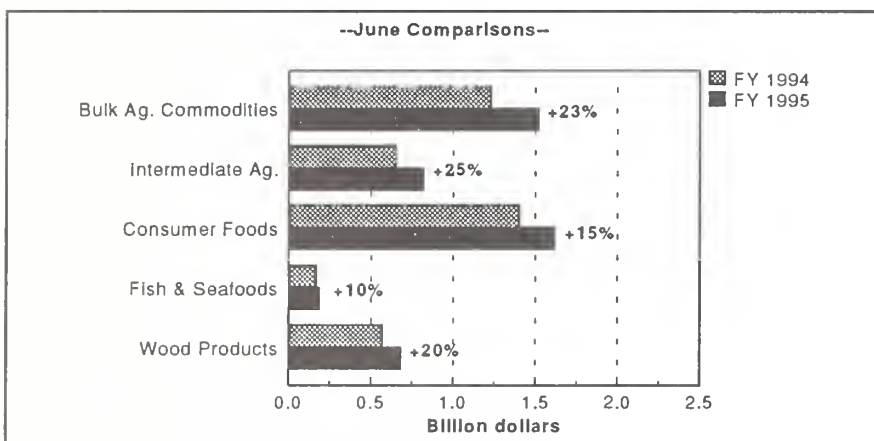
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# Agricultural Trade Highlights

## Exports Rise 20 Percent in June *Corn, Oilseed Products and Red Meats Lead*



The latest U.S. trade statistics released on August 17 confirm that exports of U.S. *agricultural, fish and forest products* remain on a strong upward growth curve. In June, the value of their combined exports totaled \$4.8 billion, or 20 percent higher than the June 1994 level. Agricultural exports alone totaled \$4 billion, also up 20 percent over year-ago levels, and all three product categories showed increases. Fish and forest product exports totaled \$878 million, up 18 percent over the same month last year.

June's performance leaves U.S. exports of agricultural, fish and forest products at \$48.7 billion for the first nine months of fiscal 1995, up 21 percent over the same period last year. Agricultural products remain the best performers to date, rising 23 percent to \$41.1 billion. U.S. fish and forest product exports reached \$7.7 billion, up 9 percent from the same period last year.

At \$1.5 billion in June, U.S. exports of *bulk commodities* were up 23 percent over the same month last year. Seven of the nine commodity groups rose with the largest gains recorded by coarse grains. A 96-percent gain in

coarse grains exports accounted for over 90 percent of the growth in the entire category, and reflects sharply higher corn sales to several countries, particularly Korea. Export values for cotton and tobacco were down more than 30 percent each from year-earlier levels. During the first nine months of fiscal 1995, bulk commodity exports totaled \$18.6 billion, up 31 percent over the same period last year with all commodity groups registering gains.

U.S. exports of *intermediate products* reached \$823 million in June, up 25 percent from the same month last year. Nine of the 11 product groups rose with the largest gains recorded by soybean oil, other vegetable oils, and feeds and fodders. Live animals and sweeteners and beverage bases were the only products that recorded lower sales. During the first nine months of fiscal 1995, intermediate product exports were up 22 percent to \$8.6 billion, and are solidly positioned to break last year's record of \$9.3 billion.

Despite continued slow sales to Mexico, U.S. exports of *consumer-oriented products* totaled \$1.6 billion in June, a 15-percent increase over the same month last year. Gains were

broad-based with exports rising in 13 of 15 product groups. Chilled and frozen red meat exports increased \$112 million accounting for half of the entire gain in this category. A steady rise in sales to Japan is the major factor. During the first 9 months of fiscal 1995, consumer food exports totaled \$13.8 billion, up 16 percent from the same period last year.

At \$190 million in June, U.S. *edible fish and seafood* exports rose 10 percent over the same month last year. Although gains were broad-based, exports of whole and eviscerated salmonid accounted for nearly 90 percent of the entire gain. Fish and seafood exports finished the first nine months of fiscal 1995 at \$2.1 billion, up 10 percent from the same period last year.

U.S. *forest product* exports rose to \$688 million in June, up 20 percent from the same month last year. Log shipments accounted for 71 percent of the growth. During the first nine months of fiscal 1995, forest product exports were up 9 percent over year-ago levels to reach \$5.6 billion.

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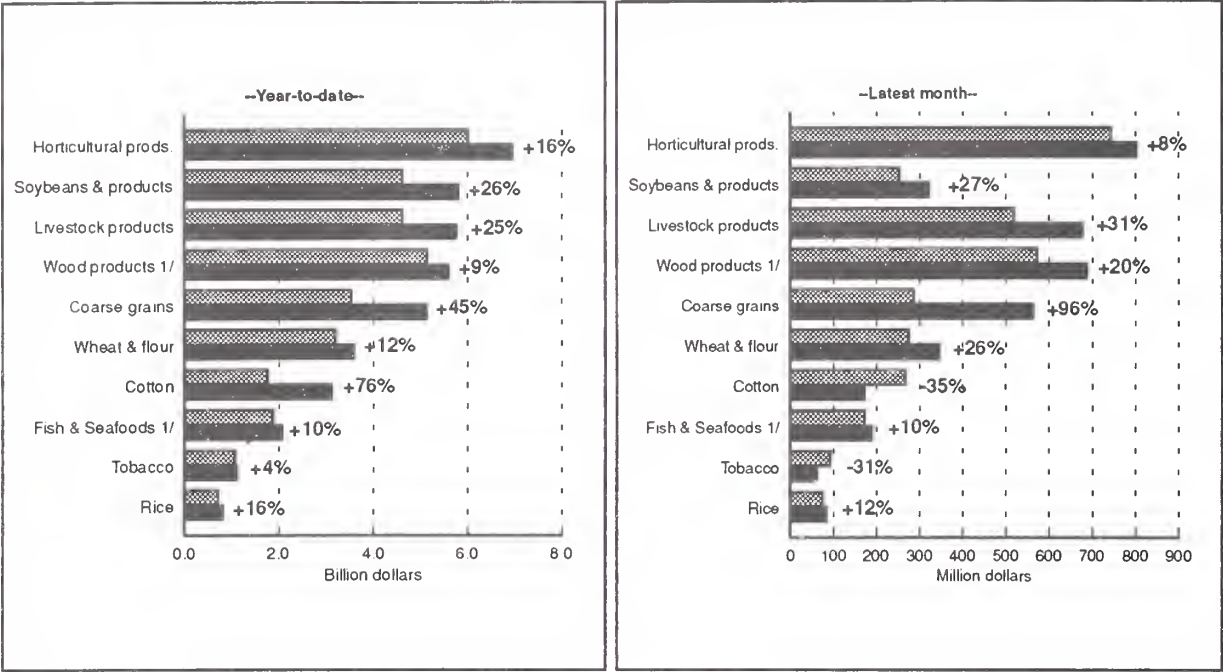
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# U.S. Agricultural, Fish and Wood Export Summaries

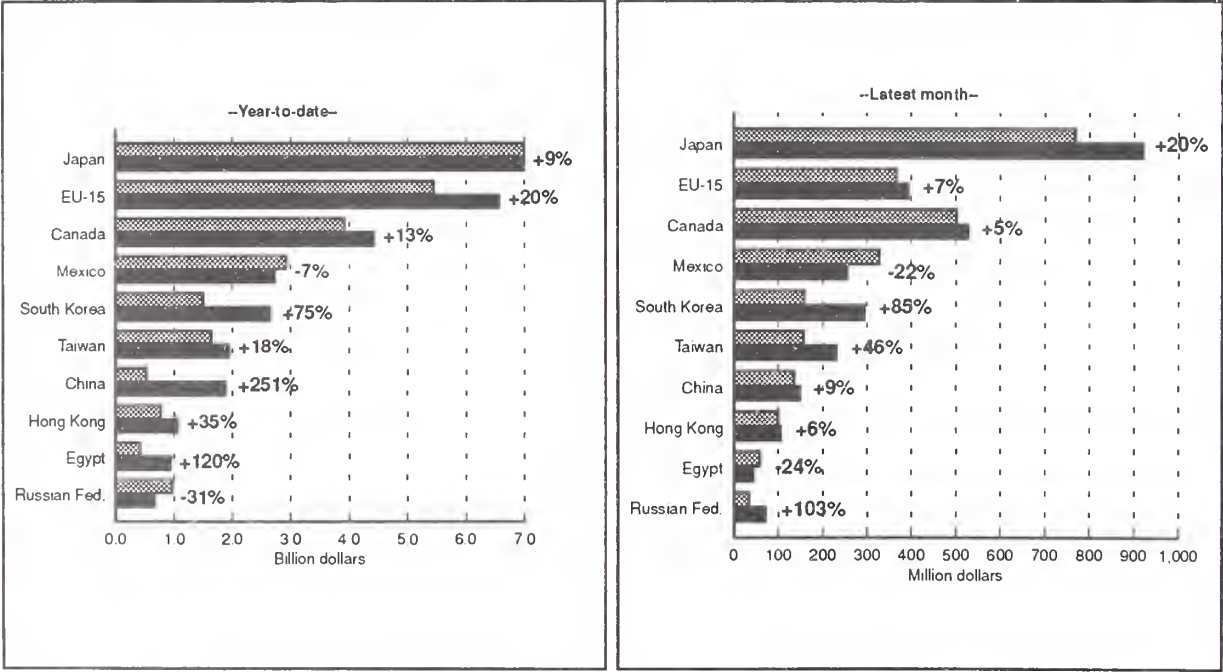
## October-June and Latest Month Comparisons

FY '94 FY '95

### Product Summary



### Top Ten Markets Summary



Note: Percentages are computed as the change from a year ago.



# Consumer Food Highlights

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*U.S. consumer food exports totaled \$8.9 billion during the first half of calendar 1995, up 13.5 percent over the same period a year earlier. Twelve of the 16 consumer food categories recorded increased exports, with fresh, frozen, and chilled red meat leading the way with a gain of nearly \$400 million. Poultry meat, fresh vegetables, and processed fruit and vegetables continue to be exceptionally strong consumer food category performers.*

Export value for U.S. *red meat* shipments (*fresh, frozen, and chilled*) reached \$1.9 billion in the first six months of 1995, up 25 percent over the same period in 1994. This represents the most important consumer food category, with exports of no other grouping exceeding \$1 billion. Red meat export value continues at a strong pace to Japan, the number one overseas market, with shipments exceeding \$1.2 billion. Exports to Korea surged in June while sales to the Russian Federation now stand at a record \$92 million.

*Fresh fruit* exports totaled \$980 million for the first six months of 1995, up 4.7 percent over the same period in 1994. The improved performance largely is attributed to heavier citrus volumes. Shipments to Canada, traditionally the most important market for fresh fruit, are running essentially unchanged from year earlier levels. Fresh fruit sales to Mexico, the fourth largest outlet in 1994, have fallen sharply due to a drop in purchasing power brought on by the devaluation of the Mexican currency. Sales to Japan, however, are running sharply ahead of last year's record setting pace.

Exports of *processed fruit and vegetables* during the first half of 1995 reached \$932 million, 18.5 percent ahead of the same period in 1994. Increased exports to the EU-15 and Japan are responsible for the enhanced export value. Sales of sweet corn and tomato products figure prominently in the export picture.

*Poultry* exports during the first six months of 1995 totaled \$884 million, up 25 percent over 1994. The Russian Federation continues to be the leading

export destination, taking \$242 million this year. Export sales to Hong Kong also are up markedly. Export value for poultry meat sales to both of these key markets is likely to exceed the record levels set last year. Like other consumer food items, sales to Mexico have slumped in recent months, while exports to Japan and Canada are roughly unchanged from a year ago. Notable sales gains were made in new markets, including Colombia, Finland, Estonia, Saudi Arabia, and China.

Exports of *pet food* (dog and cat food) in calendar 1995 are estimated at \$314 million, 15 percent above the first half of 1994. Sales to Japan remain strong as this outlet has overtaken Canada as the number one export market. Exports to the EU-15 total nearly \$76 million and are on target to exceed last year's record sales volume.

Export value for *fruit and vegetable juices* during the first half of calendar 1995 reached \$335 million, up from \$260 million during the same period in 1994. Citrus juice sales to Canada, the EU-15, and Japan are up markedly. U.S. orange juice exports are running at a record pace thanks to a larger U.S. output and reduced availabilities in Brazil, the world's leading exporter. Sales to Europe are benefitting from an increased demand for higher quality, not from concentrate juice.

Thanks largely to continued heavy sales to the Russian Federation and Japan, exports of *prepared and preserved red meat* during the first six months of 1995 reached \$122 million, 8 percent above 1994. Both of these markets are projected to exceed the record export levels recorded in 1994. Performance in this consumer food category would

have been even more impressive if not for a 50 percent decline in the value of shipments to Mexico, the second most important export market.

*Snack foods* have the dubious distinction of being one of the four consumer food categories whose export performance is falling below year earlier levels. Export value during the first half of 1995 is estimated at \$470 million, down nearly 6 percent. The drop largely is attributed to a sharp decline in sales to the Russian Federation. Although not sufficient to offset the overall decline in exports, sales to Brazil have jumped markedly to a record \$10 million

The value of *wine and beer* exports during the January to June 1995 period totaled \$299 million, up 22 percent over 1994. A sharp increase in export volumes to Taiwan, Hong Kong, Brazil, and the United Kingdom is propelling the increase in export value.

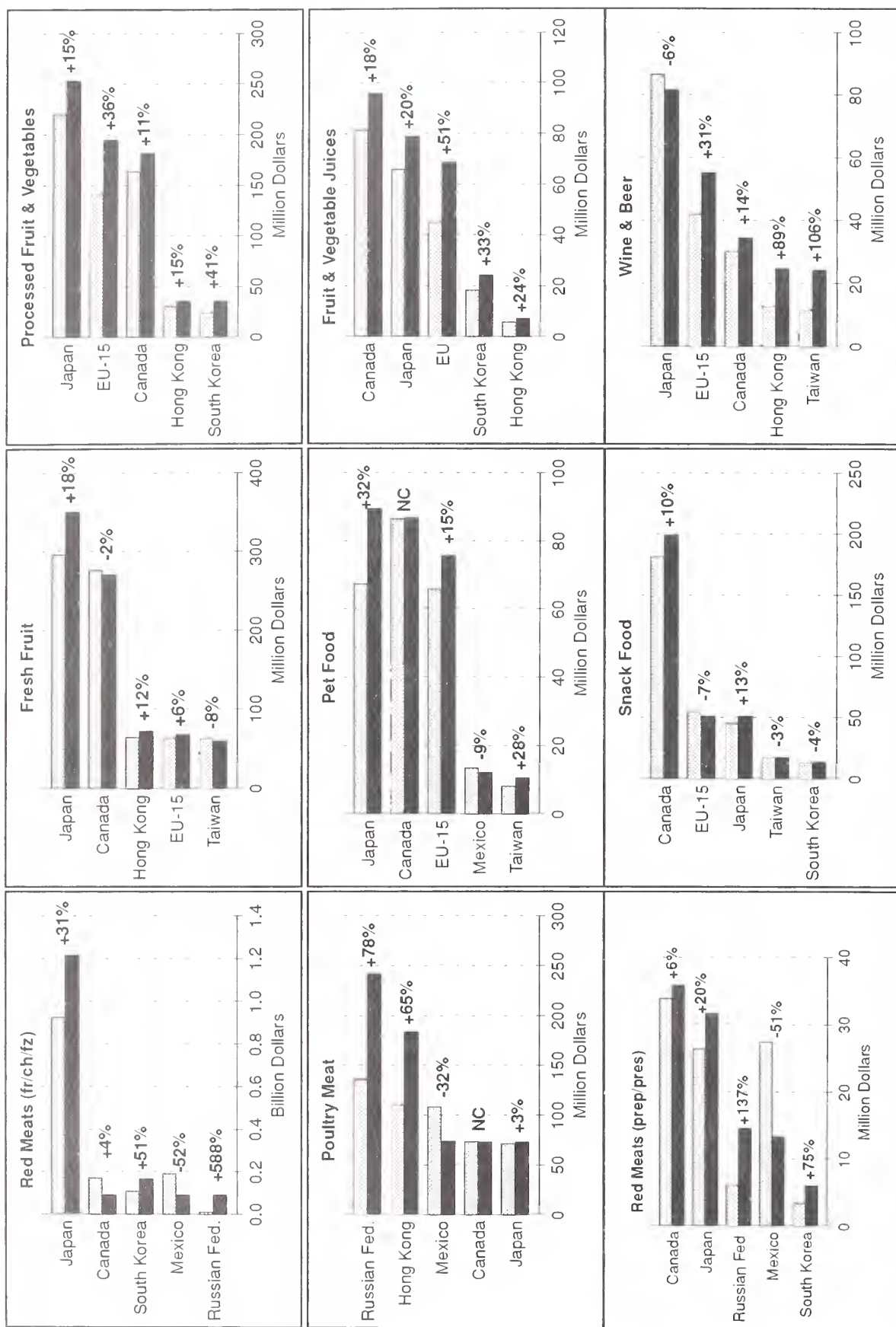
*For more information, contact David Rosenbloom at (202) 690-1198.*

# Top Five Markets for Selected U.S. Consumer Foods

January Through June Comparisons

CY '94

CY '95



Notes: Percentages are computed as the change from 1994 to 1995. Countries are ranked from highest to lowest based on CY 1995 exports.

# Country Spotlight: European Union

*The terms "European Union" and "Single Market" may invoke images of twelve European marketplaces, each a clone of the other. Nothing could be further from the truth! Although considerable progress has been made since the mid 1980s, especially to facilitate the movement of goods, American companies should note each member state market retains some distinct characteristics despite the shift of competencies toward EU institutions. Companies also will find EU marketplaces with strong competitors, and quality and performance will generally play a greater role than price in purchase decisions.*

**by Dave Pendlum**

With 348 million consumers, the EU is the world's largest importer of agricultural products, accounting for roughly 20 percent of total world imports. The EU is the second largest market for U.S. agricultural exports.

Global branding and further integration of European markets is producing a more homogenous food and drink market, but important national differences in consumption trends remain. Nevertheless, certain trends are evident throughout the EU: greater demand for convenience foods, more openness to non-traditional foods, and a growing interest in health foods and organically grown foods.

## **U.S. Market Share**

As of 1993 (latest data available on all countries), the U.S. share of the EU market stood at 21 percent for bulk and intermediate products and 9 percent for consumer-oriented high value products. The United States faces the strongest competition for U.S. agricultural products from EU intratrade.

UN data indicate Brazil is the leading third-country competitor in all three major product categories. Other significant third-country competitors for the EU's bulk commodity trade are Argentina, Canada, and China. Significant third-country players in the intermediate product trade include Argentina, Australia, Indonesia, and Malaysia. The list is more extensive for the consumer-oriented high-value trade. Thailand, New Zealand, Turkey,

Switzerland, South Africa, and Argentina all hold a 4-5 percent share of the EU import market for this product category.

## **Promising Products**

While the EU is a mature market for many U.S. agricultural products, potential for further growth is promising in selected product categories, primarily consumer-oriented products. With a few exceptions, notably rice and tallow, the long-term trend within the bulk and intermediate product categories suggest stagnant or declining market opportunities. Between 1990 and 1994, bulk commodity exports declined by \$500 million (from \$3.4 billion in 1990 to \$2.9 billion in 1994) and intermediate product exports remained relatively flat at \$2.1 billion.

In contrast, U.S. consumer-oriented product exports during the same period rose from \$1.5 billion in 1990 to a record \$2.0 billion in 1994. While prospects for different products vary from country to country within the EU, items showing the strongest growth trends across all countries are snack foods; tree nuts; pet foods; beverages, including beer, wine, distilled spirits, and mineral water; fruit juices; poultry meat; and nursery products.

Increasing EU demand for chips is a major contributing factor to the three-fold expansion in snack food exports in the past five years. This is reflective of shifts in dietary patterns towards more convenience foods and snacking

between meals, especially among the younger population in the more affluent EU countries.

Almonds, walnuts and pistachios are the biggest sellers in the tree nuts category, but they face competition from local production in the Mediterranean countries. The walnut market in the EU is seasonal, with most imports occurring in the October-January period. As part of the Uruguay Round results, the EU will cut the tariff on roasted almonds by 36 percent.

U.S. exports of pet foods to the EU have been negatively affected by the continued slump in the European economies, but the long-term prospects remain bright. Increased competition from local producers can be expected.

Per capita consumption of beer and wine is falling. The drop in beer consumption is in part due to the decline in males in the 15-29 age range. Brands that can appeal to the female market, such as light beer, should be able to overcome the consumption drop. Prospects appear best for premium beer and wine products. Competition is strongest from local suppliers.

Orange juice and grapefruit juice are by far the biggest U.S. performers in the fruit juice sector. The primary competition comes from Brazil and Israel. The EU will make a 36-percent cut in the tariff for single strength orange juice as part of its Uruguay Round commitments.

U.S. poultry meat exports to the EU have doubled in the past five years, rising from \$27 million in 1990 to \$54 million in 1994. The biggest increase in demand has come from Greece, increasing from only \$892,000 in 1990 to nearly \$14 million in 1994. Reductions in tariff rates following passage of the Uruguay Round of GATT puts U.S. poultry meat exporters in a more competitive position in terms of price, and may result in further gains in market share in the EU in coming years.



# ...European Union

U.S. nursery product exports to the EU continue to do well despite the recent economic slump. Germany is the world's largest market for interior house plants. Cut foliage has been doing well in the Netherlands.

## Infrastructure/Distribution

The EU's infrastructure is excellent and business travel is generally easy. The EU's port, railway, road, and air infrastructure are among the world's most modern. As a logical consequence of the distinct character of each national market, market penetration is enhanced by use of agents and distributors. An important point to note is the laws governing the relationships between agents/distributors and manufacturers/suppliers are being harmonized at the EU level. This should make it easier for American agribusiness to sell to EU customers.

## Economic Overview

The overall size of the EU economy in 1993 was 5.6 trillion ECU (about \$6.7 trillion), compared to \$6.1 trillion for the United States. Private consumption accounts for 63 percent of the EU's gross domestic product (GDP), while gross fixed capital formation contributes 20.3 percent, and government consumption supplies an additional 17 percent. Total current expenditures by the public sector represent 51 percent of GDP, compared to current receipts of 46 percent.

In the external sector, the average ratio of exports of goods and services to GDP for the 12 member states in 1993 was 26.6 percent, while imports of goods and services equaled 26.5 percent. Most of this trade, however, was among the member states. Exports of goods to the rest of the world were 8.5 percent of GDP, and imports were 9.5 percent of GDP.

Like the United States, the EU economy is heavily weighted toward the service sector, which provides about 63 percent of the value-added in the economy. Industry (including con-

struction) contributes another 34 percent, leaving agriculture with about 3 percent. As with most features of the EU, there is considerable variation among member states. For example, in Germany, industry is almost 40 percent of value-added, while in Greece and Ireland, agriculture contributes more than 10 percent.

## Trade Policy/Liberalization

The Uruguay Round of GATT will result in some liberalization of EU trade policy restrictions designed to protect the home market. Variable levies were the basic form of import protection that the EU used in the agriculture sector to protect high internal prices. With the implementation of the Uruguay Round, non-tariff barriers, including variable levies, were converted to tariff equivalents and will be reduced by an average of 36 percent over 6 years.

EU institutions have launched several initiatives aimed at harmonizing national legislation to reduce discrepancies among member states in product labelling, language use, legal guarantees, and liability. Manufacturers and suppliers within and outside the EU should be aware of existing and upcoming legislation affecting sales, services, and customer support.

Of particular importance to U.S. agribusiness is labelling legislation and language use. A number of nutrition, pricing, and information labelling rules have been adopted not only to facilitate the free movement of goods, but also with the view of better informing and protecting the consumer. The use of language on labels has been the subject of a Commission communication, the gist of which is to encourage multilingual information, while preserving the freedom of member states to require the use of language of the country of consumption.

## Demographic/Income Profile

The demographic and income profile of the EU is a differentiated one, with each member state having unique

characteristics that merits individual attention. Germany has the largest economy, accounting for 24 percent of the EU's GDP, followed by France (19 percent), Italy (18 percent) and the United Kingdom (16 percent). Nominal per capita income for the EU as a whole is about 16,000 ECU (\$19,000), ranging from about 135 percent of the average in Denmark, the Netherlands and Western Germany to less than 70 percent in Spain (69.5), Ireland (68.7), Portugal (46.3) and Greece (37.5).

The EU's 348 million people are concentrated mainly in Germany (81 million), and Italy, the United Kingdom, and France, each with approximately 58 million people. The population is more than a third larger than the United States, but is squeezed into an area one-fourth the size. Consequently population densities are much higher: 145 people per square kilometer (km.) in the EU, versus 27 in the United States.

## Conclusion

While the EU is rightfully viewed as a mature market for U.S. agricultural exports in the aggregate sense, it is still a very large and affluent market that should not be overlooked by U.S. exporters looking to expand foreign sales. Passage of the Uruguay Round of GATT is a major positive development which will enhance the U.S. competitive position in the EU for many agricultural products. Continuing trends toward globalization in the world economy will undoubtedly be an additional positive factor for the U.S. exporter in the European marketplace in coming years.

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# U.S. Exports of Agricultural, Fish & Wood Products to the EU - 15

Calendar Years 1990 to 1995 and Year-to-Date Comparisons (\$1,000)

Product	Calendar Years					January-June		% Chg
	1990	1991	1992	1993	1994	1994	1995	
<b>Bulk Agricultural Total</b>	3,420,621	3,240,064	3,353,711	3,037,087	2,920,764	1,360,719	1,957,138	43.8%
Wheat	105,982	68,943	65,743	82,372	58,736	6,247	31,516	404.5%
Coarse Grains	352,988	314,842	191,564	157,979	232,835	178,067	248,892	39.8%
Rice	112,343	104,819	94,432	101,816	136,792	59,670	35,805	-40.0%
Soybeans	1,433,158	1,464,931	1,735,256	1,785,418	1,573,423	664,409	1,074,675	61.7%
Cotton	458,948 *	338,018	205,945	116,734	102,713	61,672	94,718	53.6%
Tobacco	669,603	660,725	723,819	496,486	499,663	268,805	299,591	11.5%
Pulses	92,183	97,778	79,162	83,049	86,126	33,440	39,252	17.4%
Peanuts	124,928	106,448	146,359	118,118	98,268	32,912	75,731	130.1%
Other Bulk Commodities	70,488	83,559	111,431	95,115	132,207	55,498	56,957	2.6%
<b>Intermediate Agricultural Total</b>	2,112,222	2,200,888	2,263,968	2,092,011	2,052,743	965,835	1,199,768	24.2%
Wheat Flour	251	109	265	736	1,503	934	102	-89.1%
Soybean Meal	64,598	51,488	146,257	189,526	94,150	52,369	122,580	134.1%
Soybean Oil	127	91	39	2,438	5,097	2,313	2,431	5.1%
Other Vegetable Oils	84,396	91,366	120,091 *	62,289	78,421	23,021	37,874	64.5%
Feeds & Fodders (excl. pet foods)	957,722	952,860	958,812	897,504	859,346	441,565	493,496	11.8%
Live Animals	188,671	217,728 *	139,084	131,233	118,458	30,999	20,017	-35.4%
Hides & Skins	97,941	79,101	70,593	63,028	103,892	54,282	56,932	4.9%
Animal Fats	39,562	50,837	113,577	102,437	124,054	55,226	66,532	20.5%
Planting Seeds	237,175	278,930 *	242,772	194,612	203,903	94,780	129,190	36.3%
Sugars, Sweeteners & Bever. Bases	45,786	27,822	25,342	25,992	30,494	13,392	25,128	87.6%
Other Intermediate Products	395,992	450,556 *	447,136	422,218	433,425	196,953	245,487	24.6%
<b>Consumer-Oriented Agricultural Total</b>	1,494,797	1,693,273	1,849,125	1,883,454	2,000,060 *	907,856	961,174	5.9%
Snack Foods (excluding nuts)	33,027	44,868	73,421	90,748	117,871 *	54,966	51,311	-6.6%
Breakfast Cereals & Pancake Mix	18,213	58,899 *	22,621	27,500	7,804	4,257	4,034	-5.2%
Red Meats, Chilled/Frozen	182,475	143,130	167,059	132,105	107,244	51,831	51,656	-0.3%
Red Meats, Prepared/Preserved	2,216	1,938	2,563	2,849	2,249	1,134	1,596	40.7%
Poultry Meat	27,154	33,746	47,928	41,889	53,653 *	22,203	26,663	20.1%
Dairy Products	23,747	26,024	45,895 *	31,681	31,755	17,612	14,060	-20.2%
Eggs & Products	6,396	11,596	16,289 *	15,439	16,160	8,085	7,882	-2.5%
Fresh Fruit	145,960	170,731	173,073 *	139,328	136,515	63,883	67,962	6.4%
Fresh Vegetables	27,440	35,834	35,360	26,667	29,667	17,328	14,504	-16.3%
Processed Fruit & Vegetables	310,792	346,724	346,892 *	329,111	334,323	143,442	195,324	36.2%
Fruit & Vegetable Juices	50,547	49,812	68,997	89,007	101,529 *	45,492	68,772	51.2%
Tree Nuts	450,521	473,200	465,917	479,188	590,783 *	245,968	215,059	-12.6%
Wine and Beer	52,200	69,412	87,862	89,980 *	88,106	42,184	55,393	31.3%
Nursery Products & Cut Flowers	51,605	63,467	60,754	68,621 *	47,542	26,137	24,096	-7.8%
Pet Foods, Dog/Cat	43,887	64,237	83,824	119,202	140,563 *	65,722	75,656	15.1%
Other Consumer-Oriented Products	68,617	99,654	150,671	200,138 *	194,298	97,611	87,208	-10.7%
<b>Wood Products Total</b>	1,151,710	1,159,225	1,295,402 *	1,178,133	1,205,587	628,588	678,069	7.9%
Logs	88,932	77,617	77,590	70,333	91,682	54,513	55,028	0.9%
Lumber	601,753	657,014	713,136 *	625,808	647,774	343,005	344,171	0.3%
Plywood & Panel Products	358,370	298,407	382,025	356,340	384,314 *	187,176	234,555	25.3%
Other Wood Products	102,655	126,186 *	122,652	125,652	81,817	43,894	44,316	1.0%
<b>Fish &amp; Seafood Products Total (Edible)</b>	375,532	459,688	462,758 *	352,108	346,937	148,037	153,118	3.4%
Salmon, Whole/Eviscerated	68,029	51,480	69,813	48,441	41,398	11,697	12,484	6.7%
Salmon, Canned	75,858	106,863	121,797 *	104,134	94,764	38,678	46,687	20.7%
Crab & Crabmeat	1,680	2,142	2,644	2,029	1,194	586	237	-59.6%
Surimi (fish paste)	N/A	N/A	3,505	3,833	6,447 *	2,564	2,228	-13.1%
Roe & Urchin	9,048	9,981 *	7,845	7,738	8,329	2,313	3,750	62.1%
Other Edible Fish & Seafood Products	220,917	289,222 *	257,154	185,932	194,805	92,199	87,732	-4.8%
<b>Agricultural Product Total</b>	7,027,640	7,134,225	7,466,804	7,012,552	6,973,567	3,234,410	4,118,080	27.3%
<b>Agricultural, Fish &amp; Wood Product Total</b>	8,554,882	8,753,138	9,224,964	8,542,793	8,526,091	4,011,035	4,949,267	23.4%

Note: (\*) Highest export level since at least 1970; N/A = not available; NA = not applicable.

# Trade Policy and Market Updates

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## **Turkey May Import 1.5 Million Tons of Wheat**

Turkey may need to import as much 1.5 million tons of wheat, compared to recent annual volumes of 600,000-700,000 tons. Despite recent privatization initiatives, the Turkish Grain Board (TMO) will be responsible for much of the additional buying, because its stocks have been exhausted. The TMO will rely upon imports to fulfill its commitment to supply at least 300,000 tons to Azerbaijan. Imports also will assist in curbing rising market prices. Import purchases of as much as 150,000 tons of U.S. wheat are anticipated in the weeks ahead. The Turkish Government abolished the \$20/ton import duty for private buyers in a further attempt to dampen domestic prices.

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## **Chilean Wheat Imports Receive Duty Reduction**

High international prices resulted in Chilean wheat imports receiving a reduction from the normal 11 percent duty. Under the Chilean price band system, a surtax is applied to imports when international prices are below the floor of the price band. Conversely, a reduction from the normal duty comes into effect if international prices exceed the ceiling of the price band. Usually, the calculation of the price band floor and ceiling results in the imposition of a surtax. This represents the first time a duty reduction has been imposed for wheat imports since the system was established in 1986. The first importation to benefit from the duty reduction was a shipment of U.S. wheat which arrived in late August.

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## **Japan Schedules Minimum Access Rice Purchases**

Japan's Ministry of Agriculture, Forestry and Fisheries (MAFF) announced that the Government of Japan (GOJ) will hold tenders to import the remainder of its minimum access rice requirements between September and December of this year. Japan recently bought the first 2,500 tons (milled basis) of a required 379,000 tons under the semi-private Simultaneous Buy/Sell (SBS) program. The second and final SBS tender--for 2,500 tons--will be held in October 1995. The MAFF's Food Agency will hold four monthly tenders for the remaining 374,000 tons from September to December 1995. The GOJ also announced that approximately 100,000 tons of these imports will be used to fortify stocks. The Japanese press has indicated that most of the imported rice will be used in the processed food industry as opposed to being used for household consumption.

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## **U.S. Corn Export Sales at Record**

U.S. corn sales for delivery during the upcoming 1995/96 September/August corn marketing year have now surpassed 13 million tons, twenty-five percent of the current projected total export level. This forward sales level is nearly double the previous ten year high for new crop sales as of mid-August. The sales pace this year reflects the absence of competition from traditional corn export competitors. China has not been a competitive force since the end of 1994, and Argentina will be unable to meet importer needs until their next harvest in February/March 1996. Purchases of U.S. corn by key Asian markets appear to indicate that there is little confidence in China resuming a significant corn export program in the early months following China's November/December harvest.

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## **Nine Pork Slaughtering Facilities Approved for EU Export**

As of July 1, nine slaughtering facilities have been approved for the export of fresh, chilled, or frozen pork loins to the European Union. This landmark step in complying with stringent EU import requirements is lauded as the dawning of a new age for U.S. pork producers. Prior to this, U.S. slaughterhouses were only authorized to export offal and inedible parts for non-human consumption, mainly to the European Union pet food industry.

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## ...Trade Policy and Market Updates

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### **Brazilian Wheat Producers Block Import Duty Reduction**

The Brazilian Ministry of Agriculture, responding to producer pressure, blocked a planned reduction in the wheat import tariff. The action was based upon the argument that a reduced tariff would adversely impact domestic production. Domestic production fell from a record 6 million tons in 1987/88 to an estimated 2.1 million tons in 1994/95. Wheat output is forecast to fall further in 1995/96. Producers blamed the decline in production on inadequate government-support programs and low import duties. Brazil had earlier announced plans to lower its wheat import tariff for non-Mercosur trade from 10 percent to 2 percent.

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### **Cote D'Ivoire Reduces Rice Tariff**

In reaction to short supplies, the Government of Cote D'Ivoire sharply reduced import duties on ordinary (35 percent broken) rice. Ad valorem duties will fall from 15 to 2 percent. Duties for paddy, brown, and deluxe (4 percent broken) rice remain unchanged at 10, 15, and 25 percent respectively. U.S. rice has been taking a large share of the rice market in Cote D'Ivoire. U.S. exports, however, tend to be either brown rice or in the "deluxe" category. U.S. rice exports to Cote D'Ivoire may suffer due to increased competition from imports of low-quality milled rice. Reduced exportable supplies from traditional suppliers of low-quality rice to Cote D'Ivoire (e.g., Pakistan and Vietnam), however, may delay a diversion away from U.S. suppliers.

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### **China Looking to Import Soybean Meal**

According to industry sources, China is making inquiries for 30,000 tons of optional-origin soybean meal for prompt shipment. China's interest in soybean meal imports may signal a coming change in its status as a soybean meal exporter and, therefore, increased sales opportunities for the United States.

Historically, China has been a net exporter of soybean meal. However, China's exports of soybean meal have stagnated in recent years (1.6 million tons in 1989/90 and an estimated 1.2 million tons in 1994/95), even as its soybean production has increased from 10.3 million tons in 1989/90 to an estimated 16 million tons in 1994. China's rising living standards have spurred domestic demand for livestock products. The increased usage of soybean meal may reduce China's ability to expand or even maintain its share in the world oilseed meal export market.

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### **Turkey Opens Beef Import Quotas**

On August 17, Turkish authorities opened two beef import quotas for the first time. One is for 50,000 tons of fresh/chilled beef; the other is for 10,000 tons of frozen, high-quality, grain-fed cuts. Both quotas are for 6 months. Unfortunately, U.S. suppliers are not likely to benefit from this development. Prohibitive meat inspection requirements and a price disadvantage vis-a-vis the European Union and other suppliers limit market opportunities for the United States. Besides this, the 10,000-ton quota does not allow market access for frozen beef patties, something the United States continues to seek. The United States has not exported beef products to Turkey since 1993, when 19 tons (\$65,000) of prepared/preserved beef were delivered.

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### **Apple Sales to Indonesia Soar to Record Level**

The Washington State Apple Commission reports that 1994/95 apple sales to Indonesia topped 2 million boxes in early July, making that country Washington State's fifth largest market. Industry sources report that U.S. apples, the bulk of which originate in Washington State, account for approximately 60 percent of total Indonesian imports. According to Census Bureau data, U.S. apple exports to Indonesia over the 5-year period ending in CY 1994 surged to \$18.5 million. U.S. apple exports in CY 1990 totalled only \$1.4 million in CY 1990. A special import licensing arrangement, lifted in June 1991, had restricted apple sales to this market.



## ...Trade Policy and Market Updates

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### **U.S. Pork Exports Surge**

U.S. exports of fresh, chilled, or frozen pork increased sharply during the first half of CY 1995 compared to the same period in 1994. Export volume increased 84 percent, with export value increasing 70 percent. Exports of pork to Russia increased 27-fold largely due to the introduction of pork cuts under the EEP program. Pork exports to Japan also have risen, with volume increasing 47 percent over the same time period last year. This spectacular growth occurred in part due to a weakening of the dollar in relation to the Yen.

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### **U.S. Poultry Meat Exports Continue to Soar**

U.S. poultry meat exports for the first 6 months of 1995 reached a record of \$884 million, 27 percent higher than the \$687 million attained for the same period last year. The Russian Federation continued as the largest U.S. export market with \$241 million in sales. The next most significant players were Hong Kong (\$184 million) and Japan (\$73 million). Mexico, the third largest U.S. market in the first half of 1994 with sales of \$101 million, slid to fourth place with sales of \$72 million. Mexico's massive peso devaluation in December 1994 was the major cause for the decline. U.S. exports made significant gains in many new markets as well, with Colombia registering \$5.5 million in export sales, Finland buying \$6.4 million, Estonia bringing in \$12.7 million, Saudi Arabia with \$14 million, and China purchasing \$15 million.

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### **U.S. Cheeses Take Top Prizes in U.K. Competition**

U.S. cheese recently captured first, second, and third place in the international class at the Nantwich Cheese Show, the United Kingdom's premier cheese exhibition. Competing cheeses were entered by other European Union member countries. The winning U.S. cheeses were: first: Dry Monterey Jack cheese from the Vella Cheese Co., Sonoma, CA.; second: Gruyere cheese from Roth Kase, Monroe, WI.; and third: Farm-Style cheese from Roth Kase, Monroe, WI. Vella cheese is already imported into the United Kingdom and is currently on sale at Selfridges Department Store in London.

In 1994, the United States exported over \$490,000 in cheese to the United Kingdom, a 37 percent increase over 1993. Through the first five months of 1995, U.S. cheese shipments to the United Kingdom amounted to over \$185,000, a further 10 percent increase over the comparable period of 1994.

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### **Australia Boosts Horticultural Exports With New Produce Identification Program**

With the aim of doubling Australian horticultural exports by 2000, an Australian group has announced a new program that falls within the "green box" of permissible activities under the new World Trade Organization rules, according to the Ag Counselor in Canberra. In trying to reach this export goal, the Australian Horticultural Corporation (AHC), an umbrella organization established by the federal government in 1988, seeks to facilitate, encourage and co-ordinate horticultural marketing with an emphasis on exports. To this end, AHC has recently established an Australian Produce Identification (API) program. The program's objective is to build a market preference for Australian horticultural exports by marketing produce identified under an API logo. "Australian Fresh" is the name for a new brand of fresh fruits and vegetables that was launched recently by the AHC under the API logo. The AHC developed the logo and marketing program after research in foreign markets showed that there was no coherent marketing approach for Australian horticultural produce emphasizing the "freshness and greenness" of the product. The AHC benefitted from government funding during 1988-92 to get it up and running. Since then, the AHC has been grower financed. Horticulture is Australia's fourth largest agricultural industry after wheat, wool, and beef and veal.

## ...Trade Policy and Market Updates

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### **U.S. Peaches and Nectarines Gain Access to New Zealand**

APHIS and its counterpart agency in New Zealand finalized a phytosanitary protocol the week of July 24 that clears the way for California-produced peaches and nectarines to be exported to New Zealand. Exports of U.S. peaches and nectarines totalled \$67 million in CY 1994. California industry sources estimate near-term market potential in New Zealand at \$1 million annually.

### **Brazil Waives New Import Requirements for U.S. Agricultural Products**

In response to a formal complaint by the United States regarding new phytosanitary regulations, announced without WTO-required notification, Brazil has granted a waiver of the new guidelines until December 31 which will ensure continued access for U.S. fruits, vegetables and other agricultural products. Brazil already has directed its ports to release U.S. product already in country. The next step is for technical officials from both countries to meet and agree on alternative measures. In the meantime, APHIS technical experts continue to review Brazil's import requirements for other commodities while coordinating with the U.S. industry alternative means to satisfy Brazil's pest concerns.

The U.S. industry had determined that it could not meet the new, more restrictive import requirements, announced by the Government of Brazil in March 1995. Specifically, the 40-day cold treatment requirement for apples and pears would have pushed U.S. product availability outside Brazil's window of opportunity early in the season. Also, the chlorine treatment requirement initially proposed is incompatible with the float material (wood chips) used by a significant portion of the U.S. pear industry. The rescinded measures had been designed to harmonize phytosanitary requirements with other MERCOSUR countries.

### **U.S. Horticultural Trade With CBI Countries Remains On Upward Trend**

A decade after the Caribbean Basin Initiative (CBI) program came into effect, U.S. horticultural trade with CBI countries continues to expand as the fruit and vegetable industries in those countries become better organized and accustomed to U.S. market requirements and boost their own living standards and import demand. Total 1994 U.S. horticultural imports from the CBI region reached a record \$926 million, up 5 percent from 1993 and almost twice the value (\$495 million) in 1984, CBI's first year. Besides bananas, which normally account for about 60 percent of total U.S. horticultural imports from the region, cantaloupes, pineapples, and nursery products (mainly live plants and cut flowers) continued to be the major import items. Chief suppliers were again Costa Rica, Guatemala, Dominican Republic, and Honduras. Strong emphasis on production and exports of fruits and vegetables, combined with their proximity, have boosted CBI exports to the United States. The CBI region's continued trade expansion with the United States has relieved some concern about the possible negative impact of NAFTA on CBI countries.

U.S. horticultural product exports to CBI countries decreased slightly (1 percent) in 1994 to \$257 million, contrary to the trend in recent years. Lower U.S. shipments of fresh and processed vegetables more than offset strong exports of consumer-ready products, fresh fruits, and juices. Relatively higher import prices, mainly because of a stronger U.S. dollar vis-a-vis some CBI countries' currencies, hampered U.S. horticultural exports to the region. However, rapidly developing fast-food and convenience stores among Caribbean and Central American countries are contributing to the region's increased demand for imported U.S. horticultural products. About 66 percent of the total value of U.S. horticultural exports to CBI markets went to the Bahamas, Panama, Netherlands Antilles, Dominican Republic, and Guatemala. Improved living standards, commitment toward trade liberalization, and strong business and social ties with the United States will likely continue to make the CBI region an excellent market for U.S. exporters of horticultural products.

## ...Trade Policy and Market Updates

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### **Chinese Honey Exports to the United States Restricted**

The U.S. Department of Commerce and the Government of the Peoples's Republic of China agreed, effective August 2, to restrict the volume of Chinese honey exports to the United States. The agreement replaces punitive U.S. anti-dumping duties on honey from China with quantitative and price limits on Chinese honey shipments to the United States. Under the 5-year agreement, China will be allowed to export about 20,000 tons of honey yearly to the United States. Chinese honey must be sold at or above a reference price equivalent to 92 percent of the average quarterly per unit value of imports from all other countries. U.S. imports of Chinese honey increased steadily from 11,290 tons in 1989 to a record 34,826 tons in 1993. Imports in 1994 totaled 29,334 tons. In response to a petition from the American Beekeeping Federation, the U.S. Department of Commerce instituted an anti-dumping investigation on imports of honey from China on March 20, 1995.

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### **U.S. Orange Juice Exports Continue Strong**

U.S. orange juice exports are running at a record pace. Record U.S. orange juice production will offset lower Brazilian output in 1994/95, keeping worldwide supplies in selected countries in 1994/95 close to the previous year's record level of 2.47 million tons. Orange juice exports from selected countries in 1994/95 are forecast at 1.22 million tons, 8 percent below the previous year's shipments. Brazil, the world's largest exporter, is expected to account for most of the decrease, primarily due to reduced import demand from the United States. U.S. orange juice exports in 1994/95 are forecast at a record 85,000 tons (65 degrees brix concentration), 13 percent above last season's shipments. U.S. orange juice exports, particularly to the European Union, have benefited from increased demand for higher quality, not from concentrate juice, the devaluation of the dollar against some EU currencies, and strong marketing efforts from U.S. companies.

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### **Chile's Accession to the NAFTA**

The first meeting of officials from the U.S., Canada, Mexico, and Chile to initiate discussions regarding Chile's accession to the NAFTA took place in Mexico City July 25 - July 31. Market access and agriculture were discussed the last day. The discussions were generally limited to a review of the NAFTA provisions, although some negotiating positions were staked out. Canada noted immediately that it wanted an exception from tariff reductions for its "supply managed" sectors; that is, dairy and poultry. No date has been set for the next session.

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### **U.S. Monkfish and Lobster Face Heightened French Scrutiny**

U.S. Lobster and monkfish exports to France could face increasingly strict discretionary veterinary document checks in clearing the port of Boulogne starting September 1995. The development is not comparable to the French seafood import fiasco of March 1993. Recent statements by the French Minister of Agriculture and Fisheries points to the possibility that imported products may be detained in case of "suspicion" of variance from product additive and/or antibiotic treatment guidelines. U.S. exporters are advised that health certificates for these products will only be accepted by local authorities if approved by the Food and Drug Administration and must be in French. Currently, the United States exports about \$16 million of lobster to France and about \$15 million of monkfish.



# U.S. Exports of Agricultural, Fish & Wood Products to All Countries

Fiscal Years 1990 to 1995 and Year-to-Date Comparisons (\$1,000)

Product	Fiscal Years					October-June		%
	1990	1991	1992	1993	1994	FY 1994	FY 1995	
<b>Bulk Agricultural Total</b>	21,785,568	17,610,418	19,556,582	18,913,731	17,966,741	14,244,302	18,604,457	30.6%
Wheat	4,224,046	2,856,570	4,319,227	4,739,535	4,025,716	3,059,542	3,417,246	11.7%
Coarse Grains	7,971,761	5,653,145	5,659,056	5,093,583	4,568,545	3,545,333	5,136,863	44.9%
Rice	829,505	751,944	757,799	768,082	890,875	708,414	820,008	15.8%
Soybeans	3,940,192	3,464,170	4,311,430	4,606,097	4,160,933	3,513,835	4,253,172	21.0%
Cotton	2,719,485	2,619,294	2,194,588	1,537,660	2,306,374	1,773,534	3,126,423 *	76.3%
Tobacco	1,359,233	1,532,822	1,568,483	1,442,763	1,260,181	1,074,972	1,115,907	3.8%
Pulses	320,000	329,993	218,263	206,322	255,306	177,074	220,046	24.3%
Peanuts	217,504	153,210	244,601	219,891	170,365	133,991	208,292	55.5%
Other Bulk Commodities	203,842	249,270	283,135	299,798	328,445	257,607	306,500	19.0%
<b>Intermediate Agricultural Total</b>	8,569,981	8,492,626	9,237,737	8,914,515	9,339,876 *	7,050,045	8,620,355	22.3%
Wheat Flour	202,492	200,874	162,804	214,663	201,921	144,862	178,607	23.3%
Soybean Meal	1,020,449	1,009,698	1,333,981	1,146,291	1,013,243	805,706	844,069	4.8%
Soybean Oil	339,002	191,823	356,225	327,381	432,830	296,093	721,108	143.5%
Other Vegetable Oils	393,571	411,505	490,555	495,900	607,929	437,054	709,420 *	62.3%
Feeds & Fodders (excl. pet foods)	1,571,287	1,584,959	1,699,662	1,724,045 *	1,718,881	1,316,775	1,417,484	7.6%
Live Animals	457,150	654,378	684,741 *	482,177	588,473	451,790	408,570	-9.6%
Hides & Skins	1,772,828	1,438,733	1,316,667	1,271,308	1,422,854	1,026,792	1,282,706	24.9%
Animal Fats	467,976	404,260	479,527	509,809	536,795	402,494	630,020	56.5%
Planting Seeds	578,319	624,909	667,236 *	664,124	615,223	515,024	560,073	8.7%
Sugars, Sweeteners & Bever. Bases	519,433	621,328	599,375	561,573	638,366	477,211	498,833	4.5%
Other Intermediate Products	1,247,475	1,350,159	1,446,965	1,517,244	1,563,361 *	1,176,244	1,369,465	16.4%
<b>Consumer-Oriented Agricultural Total</b>	9,766,813	11,431,178	13,521,311	14,626,124	16,167,388 *	11,962,161	13,842,944	15.7%
Snack Foods (excluding nuts)	477,301	591,653	781,532	952,801	1,099,766 *	821,082	794,593	-3.2%
Breakfast Cereals & Pancake Mix	133,068	219,290	196,823	256,343	284,999 *	209,109	200,371	-4.2%
Red Meats, Chilled/Frozen	2,296,413	2,593,685	3,018,770	3,100,335	3,193,569 *	2,316,219	2,891,241	24.8%
Red Meats, Prepared/Preserved	127,761	154,438	176,904	198,702	248,698 *	187,579	201,773	7.6%
Poultry Meat	630,704	737,690	914,962	1,030,729	1,420,335 *	1,048,182	1,376,993	31.4%
Dairy Products	352,650	356,591	718,030	870,373 *	783,817	598,878	602,982	0.7%
Eggs & Products	96,146	137,157	136,745	141,590	157,457	114,341	124,029	8.5%
Fresh Fruit	1,363,196	1,522,803	1,737,141	1,657,383	1,901,064 *	1,368,811	1,465,236	7.0%
Fresh Vegetables	607,415	831,268	863,191	997,305 *	968,665	763,320	948,784	24.3%
Processed Fruit & Vegetables	1,186,418	1,354,513	1,526,755	1,619,414	1,665,801 *	1,228,421	1,429,235	16.3%
Fruit & Vegetable Juices	351,104	367,723	467,121	460,611	516,096 *	364,395	465,910	27.9%
Tree Nuts	744,938	821,566	944,828	919,750	1,124,037 *	889,195	830,494	-6.6%
Wine and Beer	244,900	307,159	350,521	386,793	481,742 *	330,929	436,556	31.9%
Nursery Products & Cut Flowers	173,354	194,507	200,981	210,363 *	191,861	154,716	159,437	3.1%
Pet Foods, Dog/Cat	218,146	308,871	377,665	471,797	558,552 *	414,863	475,910	14.7%
Other Consumer-Oriented Products	763,299	932,263	1,109,342	1,351,836	1,570,929 *	1,152,122	1,439,399	24.9%
<b>Wood Products Total</b>	6,401,631	6,386,755	6,645,559	7,293,070 *	6,946,281	5,148,139	5,602,960	8.8%
Logs	2,354,080	2,138,568	2,086,383	2,521,977 *	2,214,997	1,616,812	1,892,969	17.1%
Lumber	2,145,437	2,163,651	2,272,114	2,473,992 *	2,408,128	1,806,196	1,894,351	4.9%
Plywood & Panel Products	759,193	733,908	841,750	883,223	923,389 *	698,877	767,339	9.8%
Other Wood Products	1,142,921	1,350,627	1,445,312 *	1,413,878	1,399,767	1,026,254	1,048,301	2.1%
<b>Fish &amp; Seafood Products Total (Edible)</b>	2,622,490	3,058,936	3,345,446 *	2,927,508	2,912,163	1,882,341	2,061,789	9.5%
Salmon, Whole/Eviscerated	659,944	445,253	679,106	592,280	526,982	99,167	111,835	12.8%
Salmon, Canned	108,752	128,254	144,692	169,296 *	137,825	98,359	128,946	31.1%
Crab & Crabmeat	309,870	436,077	443,706 *	423,719	373,173	356,837	219,162	-38.6%
Surimi (fish paste)	N/A	N/A	340,312 *	230,576	309,369	199,119	262,645	31.9%
Roe & Urchin	288,725	386,345	410,042 *	400,584	408,600	274,091	346,845	26.5%
Other Edible Fish & Seafood Products	1,255,199	1,663,007 *	1,327,587	1,111,053	1,156,215	854,768	992,355	16.1%
<b>Agricultural Product Total</b>	40,122,362	37,534,222	42,315,630	42,454,370	43,474,005	33,256,508	41,067,756	23.5%
<b>Agricultural, Fish &amp; Wood Product Total</b>	49,146,483	46,979,913	52,306,635	52,674,948	53,332,449 *	40,286,988	48,732,505	21.0%

Note: (\*) Highest export level since at least 1970; N/A = not available; NA = not applicable.

Source: Ernest Carter, tel: 720-2922, TEAD/ITP/FAS

# U.S. Exports of Agricultural, Fish & Forest Products by Major Group

## Monthly and Annual Performance Indicators

Export Values	June			October-June			Fiscal Year		
	1994	1995		FY '94	FY '95		1994	1995(f)	
	-- \$Billion --		Chg	-- \$Billion --		Chg	-- \$Billion --		Chg
Grains and Feeds 1/	0.933	1.333	43%	10.258	12.555	22%	13.413	16.0	19%
Wheat & Flour	0.276	0.346	26%	3.204	3.596	12%	4.228	5.1	21%
Rice	0.076	0.085	12%	0.708	0.820	16%	0.891	0.9	1%
Coarse Grains 2/	0.287	0.563	96%	3.545	5.137	45%	4.569	6.4	40%
Corn	0.257	0.509	98%	2.966	4.559	54%	3.817	5.6	47%
Feeds & Fodders	0.175	0.213	22%	1.732	1.893	9%	2.277	2.2	-3%
Oilseeds and Products	0.350	0.491	40%	5.638	7.309	30%	6.975	8.2	18%
Soybeans	0.191	0.221	16%	3.514	4.253	21%	4.161	4.8	15%
Soybean Cakes & Meals	0.049	0.056	14%	0.806	0.844	5%	1.013	0.9	-11%
Soybean Oil	0.014	0.046	240%	0.296	0.721	144%	0.433	0.8	85%
Other Vegetable Oils	0.044	0.083	91%	0.437	0.709	62%	0.608	N/A	N/A
Livestock Products	0.519	0.679	31%	4.616	5.769	25%	6.320	6.9	9%
Red Meats	0.255	0.371	45%	2.325	2.909	25%	3.206	3.6	12%
Hides, Skins & Furs	0.131	0.152	16%	1.027	1.283	25%	1.423	1.6	12%
Poultry Products	0.162	0.166	2%	1.266	1.618	28%	1.720	2.1	22%
Poultry Meat	0.132	0.137	3%	1.019	1.356	33%	1.383	N/A	N/A
Dairy Products	0.060	0.082	37%	0.642	0.606	-6%	0.832	0.8	-4%
Unmanufactured Tobacco	0.093	0.064	-31%	1.075	1.116	4%	1.260	1.4	11%
Cotton and Linters	0.267	0.174	-35%	1.774	3.126	76%	2.306	4.0	73%
Planting Seeds	0.024	0.028	19%	0.515	0.560	9%	0.619	0.7	13%
Horticultural Products	0.744	0.804	8%	6.017	6.956	16%	8.098	9.4	16%
Sugar & Tropical Products	0.146	0.144	-1%	1.454	1.450	0%	1.928	2.0	4%
Forest Products 4/	0.573	0.688	20%	5.148	5.603	9%	6.946	N/A	N/A
Fish and Seafood Products 4/	0.173	0.190	10%	1.882	2.062	10%	2.912	N/A	N/A
Total Agriculture	3.296	3.964	20%	33.255	41.066	23%	43.474	51.5	18%
Total Ag., Fish & Forest	4.042	4.842	20%	40.286	48.730	21%	53.333	N/A	N/A

Export Volumes	-- MMT--			-- MMT--			-- MMT--		
			Chg			Chg			Chg
Grains and Feeds 1/	5.742	8.541	49%	66.655	86.244	29%	88.581	N/A	N/A
Wheat	1.994	2.133	7%	23.298	22.907	-2%	31.132	33.0	6%
Wheat Flour	0.056	0.055	-2%	0.725	0.894	23%	1.037	1.1	6%
Rice	0.180	0.299	66%	1.903	3.017	58%	2.438	3.0	23%
Coarse Grains 2/	2.462	4.729	92%	29.908	47.418	59%	39.845	58.4	47%
Corn	2.195	4.257	94%	24.885	42.085	69%	33.057	51.5	56%
Feeds & Fodders	0.862	1.108	29%	9.084	10.147	12%	11.797	12.4	5%
Oilseeds and Products	1.116	1.619	45%	19.602	27.629	41%	24.154	31.1	29%
Soybeans	0.728	0.967	33%	13.642	19.267	41%	16.364	21.8	33%
Soybean Cakes & Meals	0.234	0.320	37%	3.806	4.800	26%	4.859	5.4	11%
Soybean Oil	0.016	0.073	345%	0.469	1.089	132%	0.694	1.1	59%
Other Vegetable Oils	0.052	0.115	120%	0.607	0.988	63%	0.849	N/A	N/A
Livestock Products 3/	0.256	0.332	29%	2.179	2.766	27%	2.957	N/A	N/A
Red Meats	0.084	0.120	43%	0.742	0.916	24%	1.025	1.1	7%
Poultry Products 3/	0.121	0.145	19%	1.031	1.406	36%	1.405	N/A	N/A
Poultry Meat	0.117	0.141	20%	1.001	1.373	37%	1.364	1.8	32%
Dairy Products 3/	0.044	0.046	2%	0.399	0.467	17%	0.467	N/A	N/A
Unmanufactured Tobacco	0.015	0.010	-32%	0.167	0.167	0%	0.196	N/A	N/A
Cotton & Linters	0.179	0.097	-46%	1.296	1.863	44%	1.639	2.3	40%
Planting Seeds	0.018	0.020	11%	0.388	0.374	-4%	0.498	N/A	N/A
Horticultural Products 3/	0.632	0.648	2%	4.884	5.469	12%	6.560	7.5	14%
Sugar & Tropical Products 3/	0.107	0.094	-12%	1.102	0.910	-17%	0.910	N/A	N/A
Total Agriculture 3/	8.231	11.551	40%	97.704	127.296	30%	127.414	159.2	25%

Notes: 1/ Includes pulses, corn gluten feed and meal; 2/ Includes corn, oats, barley, rye and sorghum; 3/ Includes only those items measured in metric tons; 4/ Items not included in agricultural product totals. N/A = not available.

FY 1995 forecasts (f) are based on USDA's "Outlook for Agricultural Exports," published May 31, 1995.

Source: Ernest Carter, tel: 720-2922, TEAD/ITP/FAS.

# U.S. Agricultural Export Value by Region

## Monthly and Annual Performance Indicators

	June			October-June			Fiscal Year		
	1994	1995	Chg	FY '94	FY '95	Chg	1994	1995(f)	Chg
	-- \$Billion --			-- \$Billion --			-- \$Billion --		
<b>Western Europe</b>	0.385	0.413	7%	5.661	6.839	21%	7.013	8.1	15%
European Union 1/	0.368	0.394	7%	5.460	6.577	20%	6.741	7.8	16%
Other Western Europe	0.017	0.019	16%	0.201	0.262	30%	0.272	0.3	10%
<b>Central &amp; Eastern Europe</b>	0.014	0.013	-10%	0.244	0.225	-8%	0.310	0.4	29%
<b>Former Soviet Union</b>	0.064	0.083	30%	1.224	0.843	-31%	1.474	1.1	-25%
Russian Federation	0.036	0.073	103%	0.982	0.679	-31%	1.095	0.8	-27%
<b>Asia</b>	1.478	1.964	33%	13.470	18.104	34%	17.671	22.6	28%
Japan	0.769	0.921	20%	7.148	7.787	9%	9.193	9.7	6%
China	0.138	0.150	9%	0.539	1.895	251%	0.877	2.3	162%
Other East Asia	0.421	0.641	52%	3.958	5.672	43%	5.261	6.8	29%
Taiwan	0.159	0.233	46%	1.651	1.944	18%	2.103	2.3	9%
South Korea	0.160	0.296	84%	1.512	2.648	75%	2.055	3.1	51%
Hong Kong	0.101	0.108	6%	0.793	1.072	35%	1.101	1.5	36%
Other Asia	0.150	0.252	68%	1.824	2.750	51%	2.340	3.7	58%
Pakistan	0.013	0.002	-85%	0.204	0.341	67%	0.212	0.4	88%
Philippines	0.036	0.060	67%	0.411	0.494	20%	0.554	0.6	8%
<b>Middle East</b>	0.088	0.170	94%	1.259	1.802	43%	1.650	2.2	33%
Israel	0.012	0.039	235%	0.263	0.328	25%	0.346	0.5	44%
Saudi Arabia	0.033	0.030	-10%	0.366	0.360	-2%	0.470	0.5	6%
<b>Africa</b>	0.162	0.182	12%	1.634	2.139	31%	2.159	2.9	34%
North Africa	0.093	0.116	25%	1.081	1.527	41%	1.438	2.1	46%
Egypt	0.060	0.046	-24%	0.431	0.949	120%	0.598	1.5	151%
Algeria	0.019	0.049	163%	0.463	0.382	-17%	0.592	0.5	-16%
Sub-Saharan Africa	0.069	0.066	-5%	0.553	0.613	11%	0.721	0.8	11%
<b>Latin America</b>	0.553	0.549	-1%	5.285	6.002	14%	7.228	7.6	5%
Mexico	0.329	0.257	-22%	2.935	2.736	-7%	4.126	3.6	-13%
Other Latin America	0.224	0.293	31%	2.350	3.267	39%	3.103	4.0	29%
Brazil	0.011	0.022	104%	0.173	0.547	216%	0.227	0.8	253%
Venezuela	0.028	0.033	20%	0.327	0.364	11%	0.401	0.4	-0%
<b>Canada</b>	0.504	0.529	5%	3.924	4.435	13%	5.248	5.9	12%
<b>Oceania</b>	0.039	0.036	-6%	0.372	0.436	17%	0.497	0.7	41%
<b>World Total</b>	<b>3.297</b>	<b>3.964</b>	<b>20%</b>	<b>33.257</b>	<b>41.068</b>	<b>23%</b>	<b>43.474</b>	<b>51.5</b>	<b>18%</b>

Note: 1/ EU-15 (includes the newest member states of Austria, Finland and Sweden).

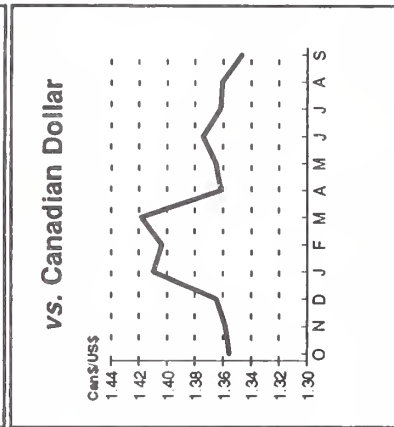
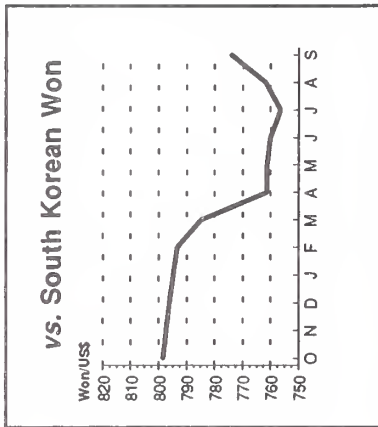
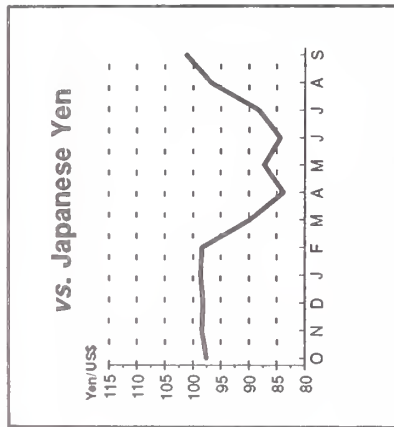
FY 1995 forecasts (f) are based on USDA's "Outlook for U.S. Agricultural Exports," published May 31, 1995.

Source: Ernest Carter, tel: 720-2922, TEAD/ITP/FAS.



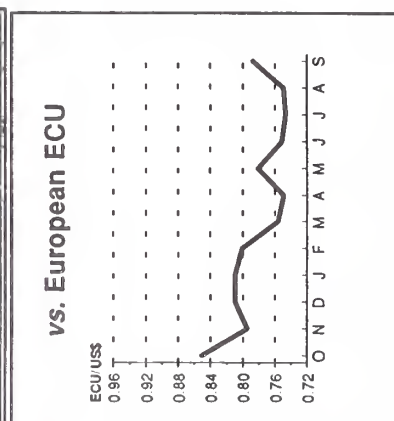
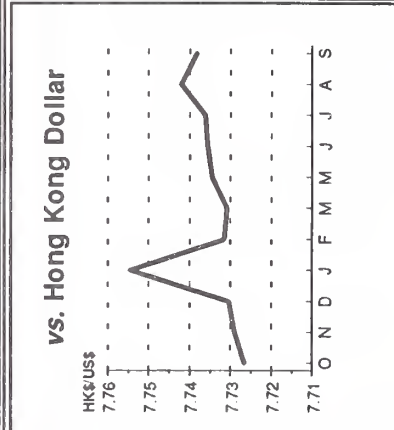
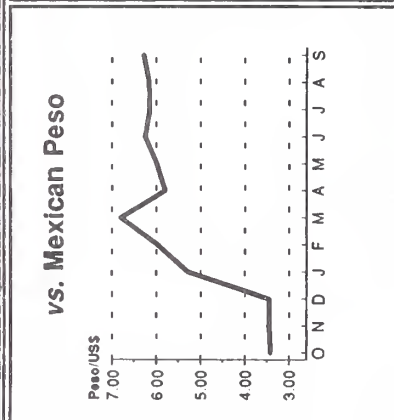
# Value Of U.S. Dollar Against Major World Currencies

## Daily Spot Quotations & Monthly Averages



Currencies	Current Rate 9/12/95	Month Ago 8/13/95	Year Ago 9/94	% Change Year Ago 9/94
Argentine Peso	1.0000	1.001	.99	1.01
Australian Dollar	1.3167	1.3569	1.3464	-2.21
Brazilian Real	.9510	.9409	.91	4.51
Canadian Dollar	1.3470	1.3603	1.3678	-1.52
Hong Kong Dollar	7.7382	7.7420	7.7270	0.14
Japanese Yen	101.13	96.750	99.12	2.03
Mexican Peso	6.2800	6.1500	3.4065	84.35
Taiwan Dollar	27.498	27.287	26.19	4.99
South Korean Won	773.75	761.75	801.30	-3.44
European ECU	.78731	.78592	.80769	-2.52
-British Pound	.6429	.6433	.6367	0.97
-French Franc	5.0945	5.0560	5.2810	-3.53
-German Mark	1.4735	1.4760	1.5380	-4.19

NOTE: Exchange rates are daily spot quotes as of 3:00 PM Eastern Time, September 12, 1995.  
Source: TEAD/ITP/FAS Exchange Rate Database and Wall Street Journal.



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